

RESUME

Name: MANOHAR RENGARAJ
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(Strategic Sourcing, Global Sourcing, Supplier Management & Supply Chain Management)

CAREER SUMMARY:

A dynamic professional with 15+ years of rich experience in Procurement, Imports, Supply Chain Management, Supplier Evaluation Audit (SEA) and Leadership functions with leading Auto OEM & Auto Ancillary and MNC Industries.

Skill Highlights:

Leadership

- ✓ Cross Functional Team Management
- ✓ Conflicts Resolution
- ✓ Priority Management
- ✓ Management Reviews
- ✓ Strategic Sourcing Management

Commercials

Component Tooling Analysis
Zero Based Costing (ZBC)
Costing Tracking/Inventory Control
Risk & Budget Management
Commodity Price Trends

Technical & System Skills

Product Design & Development
Product Bench-Marking
Dassault PLM
SAP R3 Hana

Exemplary Team Leading & Team Building skills with effective communication, interpersonal skills with strong logical & analytical abilities.

CURRENT EXPERIENCE:

Organization Name : Ashok Leyland Limited, [Hinduja Group]
Products : India's 2nd largest manufacturer of Commercial vehicles, Trucks and Buses.
Duration : March 2018 to till
Designation : Senior Manager-Core Team Member, Sourcing & Supply Chain Development.

Responsibilities:

Projects Handling: **9m & 12m –Electric Buses for Mofussil & City Applications**

9m Electric Buses for AJL e –Tenders. 9m & 12m Electric Buses for Patna (Bihar), 9m Electric Buses for Chandigarh.

- Assist Program and Engineering Teams in selecting long term Supplier Partners during Project Inception.
- Identify long lead parts to complete development within program timeline.
- Key Parts developed Front & Rear Suspension Kits, Front & Rear Axles, Frames, EHVT Cradle Assembly, Propeller Shafts, etc.
- Analyze "Q.C.D" parameters based on Program, Variant Strategy.
- Conduct Make-Buy decisions liaising with Program, Engineering, Vertical Sourcing in-line with Corporate Sourcing Strategy.
- Support Finance and Program with relevant Part and Tooling Cost Inputs for Business Case development.
- **DFM, SOR, DFMEA** Sign-off with Engineering to validate Part Manufacturing feasibility, prior to Design Release.
- Sourcing representative for Program Gate Reviews to Present periodic dashboard reports and GEN-MOD deliverables.
- Conduct Supplier Partner Meets to showcase explore future Business Opportunities and Current Market Trends.
- SNP, APQP, PPAP, TPH Sign-off for Manufacturing Readiness.
- Build thought leadership in the domain of EV Mobility: Key themes, Supplier Trends for full coordination with CFT.

Key Achievements @ AL Electric Vehicles:

- ✓ Identified and deployed 5 strategic supplier partners to AL for electric vehicles part developments.
- ✓ Received Best Key Performer Employee Award from SVP- SSC, FY 2018-19.

- ✓ 80% of the parts design issue were addressed during DFM for better resolutions.
- ✓ Cost Savings of INR 90,000/9m vehicle & INR 1,35,000/12m vehicle achieved.
- ✓ Actively participated in PMP training program eligible for 2989-ICTR01 PMP exam Preparation Course.

Previous Experience:3

Organization Name : Camfil Power Systems AB [Swedish MNC] SEK 6 Billion Group
Location : Camfil Air Filtration India Private Limited, Tamilnadu, India.
Products : Manufacturing & Servicing of Air Inlet Systems, Exhaust Systems & Enclosures, ducts, etc.
Major Customers : GE Oil & Gas, Mitsubishi Hitachi Power Systems, Petronas, Indian Oil, etc.
Duration : May 2015 to December 2017
Position : Manager –Lead Sourcing and Supply Chain

Responsibilities:

- Manage the company's supply portfolio ensuring transparency of spending.
- Supplier Assessment Audit and Source selection based on QCLDM.
- Analyze and calculate costs of procurement and suggest methods to decrease expenditure.
- Generate and implement efficient sourcing and category management strategies.
- Identifying and developing alternate capable suppliers as per company norms.
- Effective Negotiation of Price and ensure profitable deals.
- Regular monitoring of commodity prices to perform better low cost purchase by benchmarking.
- Creating Annual Rate Contracts and agreements with regular materials suppliers and labor contractors.
- Adequate knowledge on JIT, MRP and LCL concepts for better Inventory management.
- Importing of Stainless Steels from Outokumpu (Finland, USA), Perforated Sheets from Netherlands, other materials from different parts of the world.
- Import custom clearance and duty payment approval.
- Skilled in ensuring optimum inventory levels to achieve maximum cost savings.
- Conducting daily review meeting with internal team members for updates.
- Participating in monthly MRM and presenting sourcing activities to top management.
- Periodic review and monitoring of supplier performance ratings.
- Resolving of supplier document and payment issues with finance.
- Preparation of costing and spend sheets for each project to create data base for cost analysis.
- Expertise in seaworthy packing costing and approvals.
- Key suppliers handled, Emerson Rosemount, Honeywell, Perfox BV, Outokumpu, Arcelor Steel, Basedo Steel GmbH, Surelock McGill, Sierra Pacific, Autel S.r.l, Alnimr Steel, 2JCP, Eigenbrodt, Jindal Steel, Akzo Nobel, Jotun, etc.

Key Achievements @ Camfil Group:

- Nominated to work in Camfil Global Purchase office (Sweden, Boras)
- Developed a MNC supplier for seaworthy and domestic packing and ensured annual savings of USD 46,000 also ensured zero back charges from customers.
- Developed and Localized domestic source for Stainless Steel perforated sheets as per customer quality requirements and ensured annual savings of USD 100,000.
- Increased productivity of the plant from 45 Tons to 60 Tons per month by introducing well experienced job work contractor.
- Analyzed reputed supplier business volumes and increased their payment credit from 30 days to 60,90 days by collective negotiation to bring down working capital cost.
- Performed all raw material purchase and achieved 15% of savings on all purchases by means of Strategic purchasing.

Previous Experience:2

Organization Name : Ashok Leyland Limited, [Hinduja Group]
Products : India's 2nd largest manufacturer of Trucks and Buses.
Duration : December 2007 to April 2015.
Position : Deputy Manager Sourcing & Supply Chain.

Responsibilities:

- Supplier Assessment Audit and Source selection using (QCLDM) methodology

- Floating RFQ's for capable suppliers
- Requesting Supplier Nominations to Supplier Quality team.
- Receiving Quotations, Price Negotiations & forwarding price approvals for Top Management.
- Releasing of Purchase Orders
- Responsible for Managing Customer Policies, Agreements & Contractual elements □ Adequate knowledge on JIT, MRP and LCL concepts. □ Supplier Capacity & Performance Monitoring.
- Development of Major chassis parts within time target with robust suppliers.
- Monthly scheduling of production parts & in-warding of parts within time target through effective follow-up with supplier & logistics team
- Skilled in ensuring optimum inventory levels to achieve maximum cost savings with minimum holding of stock; arranging infrastructure for ensuring smooth flow of distribution operations.
- Ensuring First Time Right of newly developed parts.
- Participating in monthly Production Plan Meeting along with reporting manager.
- New Products Development, Gap Analysis & Corrective Action Implementation
- Periodic reviewing of Sample, Trial & Bulk (STB) parts status
- Analysis of supplier quality data for monitoring supplier performance
- Continual review of weak suppliers jointly with quality team to improve their overall performance
- Insisting suppliers to submit Corrective Action on quality complaint parts through 8D-Reports
- Organizing suppliers for bench-marking visits
- Resolving of supplier payment issues
- Inviting suppliers to participate in Annual Supplier Meet conducted by AL- Sourcing Head.

Achievements @ Ashok Leyland:

- Successfully localized the parts for Multi Axle Vehicle Chassis parts as project lead.
- Cost benefits achieved during success full completion of the project USD 1,50,000 per annum.
- Introduced KANBAN System for sheet metal suppliers across all AL plants in Fabrication Stores.
- Implementation of "Quality Gate" at suppliers to get 100% right of First Time Developed parts.
- Implemented Quick Response Code system for all category suppliers. □ Defence vehicle cabin developed for Thailand FAT 6x6 Defence order.

Previous Experience:1

Organization Name	: TAFE Access Limited, [Amalgamations Group]
Products	: India's 2nd largest manufacturer of Farm Equipment's [Tractors]
Duration	: September 2006 to November 2007
Position	: Engineer Purchase

Responsibilities:

- Monthly material planning in line with Marketing Plan
- Comprehensive experience in organising and managing incoming & outgoing material activities to ensure accuracy, completeness as well as the quality of materials from supplier's end.
- Follow-up on ordered components
- Create & Maintain Material and Vendor Master Data
- Create and Maintain a Purchasing Information Record
- Vendor rating – Preparation and Analysis and actions to be initiated on the vendors who score below the norms. □ Preparation of PO and amendments for suppliers for superiors approval □ Attending daily material shortage meeting and quality meeting every day.
- ISO document preparation approval, vendor audit and initiations on actions on NC are raised

PROFESSIONAL QUALIFICATION:

B.E. (Mechanical Engineering)

CGPA Obtained: **7.43 %**
Course Duration: 2002-2006

M.B.A (Marketing Management)

Percentage Obtained: **70 %**
Course Duration: 2009-2011

PERSONAL DETAILS:

Full Name : MANOHAR RENGARAJ
Fathers Name : Rengaraj Perumal
DOB & Age : 10th January 1983/ 37 Years
Nationality : Indian
Passport No : P5684269; DOE: 15/03/2027

DECLARATION

I hereby declare that the above information's are true to best of my knowledge and belief.

Date :

Place : Chennai, India.

Yours Sincerely

MANOHAR RENGARAJ